



Goal:

Jaspersoft needed a technology partner that could help stimulate a projected 15% to 20% growth in revenue while aligning with strategic product priorities. Their customers needed to combine the power of Jaspersoft's analytics with the functionality, speed and convenience of the Microsoft Excel application.

Challenge:

Jaspersoft searched for technology that could meet customer needs and product initiatives but found most of the available solutions to be cost-prohibitive.

Results

Cincom is stimulating revenue growth for Jaspersoft by providing technology that satisfies customer demand from around the world. With Cincom's smooth, cost-effective integration, Jaspersoft's diverse customer base now experiences the benefit of desktop analysis via Microsoft Excel, while integrating departmental data for users from across the entire enterprise.

Profile in Success: **Jaspersoft™**

Jaspersoft Listens to Its Customers and Partners with Cincom



*"Cincom is helping Jaspersoft support significant growth in revenue by fulfilling a critical technology requirement at a cost that beats their competition."
- Jose Morales, VP of Business Development, Jaspersoft*

Situation

With more than 10,000 customers in 96 countries, Jaspersoft constantly strives to deliver the highest level of customer satisfaction through the right technology. Jaspersoft's high-end analysis solution, JasperAnalysis™, allows business users to make faster, informed business decisions by exploring data trends, patterns, anomalies and correlations in real time. As part of its Business Intelligence Suite, JasperAnalysis delivers web-enabled data analysis to business users across diverse industries. However, Jaspersoft needed to respond to a critical business requirement within its customer base and wanted to do so by finding a partner that could provide the solution.

Delivering Business Intelligence Data through the Power of Microsoft Excel

Jaspersoft needed a partner that could provide a solution to enable access to JasperAnalysis from Microsoft Excel and deliver fast, informed business decisions throughout the enterprise.

According to Jose Morales, VP of Business Development, Cincom's technology was determined to be the best fit for Jaspersoft objectives. "We determined that Cincom's solution best enables analysis via Microsoft Excel, for those customers who wish to use a PC-based solution, rather than a web browser to do their analysis."

Easy Integration with Low Risk at Low Cost

Cincom has years of experience in developing software applications. "We were able to leverage Cincom's world-class experience without investing significant dedicated resources to build and maintain these new offerings," explained Morales.

He added, "Cincom's support of our engineers and technical support staff is simply terrific; it has really been the key success factor in our relationship."

"The Sales and Marketing teams collaborate effectively, and Cincom has been very responsive to Jaspersoft's requests."

- Jose Morales, VP of Business Development, Jaspersoft

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Cincom Will Customize Technology to Unique Partner Requirements

CincomBI™ Analytics for Excel has an "embeddable" architecture that allows partners to integrate and customize technology to their solution.

- With its componentized design and use of standard interfaces, CincomBI Analytics for Excel can be integrated with existing systems or integrated into other reporting or analysis tools.
- CincomBI Analytics for Excel can be rebranded to the look and feel required by partner solutions. Localization is supported allowing the use of different languages, character encodings and date formats, etc.

"Cincom offered a solution with functionality that outperformed the competition and enabled Jaspersoft to offer more value with greater profitability."

- Shermon Wood,
Director of BI Architecture, Jaspersoft

Cincom—a Proven Partner for 40 Years

Cincom understands the complexities of the IT business requirements facing organizations—from the smallest to the largest. We also recognize the value that our partners provide to our customers and are committed to their success and profitability. Rapid, out-of-the-box implementation means you get value from our solutions faster, with less cost and less risk.

About Cincom

Cincom specializes in the areas of business where simplification brings the greatest value to managers who want to grow revenue, control costs, minimize risk and achieve rapid ROI better than their competitors.

Cincom serves a variety of strategic partners including Unisys and McKesson Corporation. Cincom also serves clients on six continents such as: BMW, Citibank, Boeing, Ericsson, Penn State University, Milacron, Siemens, Rockwell Automation and Trane. For more information about Cincom's products and services, contact Cincom at 1-800-224-6266 (USA), 1-513-612-2769 (International), send an e-mail to CincomBI@cincom.com or visit our website at www.cincom.com/CincomBI.

